

## Message Text

UNCLASSIFIED

PAGE 01 NAIROB 03275 141614Z

ACTION OPIC-06

INFO OCT-01 AF-08 ISO-00 EB-08 COME-00 TRSE-00 AID-05 /028 W

-----142037Z 025349 /43

R 141248Z MAR 77

FM AMEMBASSY NAIROBI

TO SECSTATE WASHDC 6784

UNCLAS NAIROBI 3275

SECSTATE PASS OPIC -- B. HENDERSON

E.O. 11652: N/A

TAGS: EFIN, KE, OPIC

SUBJ: POTENTIAL PROJECTS -- KENYA

1. MET WITH ALLIED RANCHING REPS AND TOURED FACILITIES. PLEASE ADVISE HARVEY, TRANSNATIONAL (402-344-3334) ALLIED NOT INTERESTED IN TOTAL FEEDING PACKAGE PROPOSED IN HIS LETTER. ALLIED LOOKING FOR U.S. INVESTOR WITH SPECIFIC FEED LOT MANAGEMENT EXPERIENCE TO CONTRIBUTE CAPITAL AND EXPERTISE. WOULD ALSO LEAVE OPEN OPTION OF PARTICIPATING IN RANCHING OPERATION. SEVERAL POTENTIAL PROBLEM AREAS NEED TO BE EXAMINED PRIOR TO ADDITIONAL PROMOTION, THUS NO FURTHER ACTION BY HARVEY WARRANTED OF THIS TIME. WILL DISCUSS WITH HIM UPON RETURN.

2. MET WITH GITATA OF CONCRETE PIPES AND PRODUCTS LTD. AND TOURED FACILITY. VERY IMPRESSED WITH CAPABILITY OF LOCAL SPONSOR. FEEL HE WILL INSIST ON HASTINGS PIPE EQUITY PARTICIPATION AS PREREQUISITE TO DOING BUSINESS. HE HAD PRESENTED HIS PROPOSAL TO DFCK FOR REVIEW SOME TIME AGO AND ASKED THAT I PARTICIPATE IN MEETING WITH LOAN OFFICER. DISCUSSED POSSIBLE DFCK-OPIC PARTICIPATION AND AGREED TO PURSUE PROJECT ANALYSIS JOINTLY. DFCK WILL INSIST ON SIGNIFICANT HASTINGS EQUITY PARTICIPATION AS WILL OTHER EQUITY PARTNER ADC, WITH WHOM I DISCUSSED

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PROJECT EARLIER IN WEEK. IN SHORT, THOUGH HASTINGS HESITANT TO TAKE EQUITY, LOCAL PARTICIPANTS WILL APPARENTLY INSIST. I WILL MEET WITH KEY INVESTOR IN CONCRETE PIPES (WANJIGI) LATER IN WEEK. GITATA CONTACTING HASTINGS TO URGE THEM TO COME TO NAIROBI AS SOON AS POSSIBLE TO WORK OUT JOINT VENTURE AGREEMENT. INFORMAL CALL TO BOB NEAR, HASTINGS PIPE (402-463-6633) TO REASSERT OPIC INTEREST

IN PROJECT (WITHOUT MENTIONING NAIROBI DEVELOPMENTS, AS  
THEY ARE JOINT VENTURE CONSIDERATIONS AT THIS POINT) MIGHT  
BE APPROPRIATE.  
MARSHALL

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Approved on Date:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION OPIC  
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**TAGS:** EFIN, BEXP, KE, OPIC  
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**Review Markings:**  
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Declassified/Released  
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